

Message Text

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ORIGIN OPIC-06

INFO OCT-01 AF-10 ISO-00 EB-07 COME-00 AID-05 /029 R

DRAFTED BY OPIC/D:RSSMITH
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OPIC/F:BMHENDERSON
OPIC/ID:CHMIDDLETON
EB/IFD/OIA:DGRANT
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/AF:DKBANDLER
IC/F:GWILLIAMS

-----010733 112058Z /73

R 111953Z JUL 77
FM SECSTATE WASHDC
TO AMEMBASSY BAMAKO

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FROM OPIC

E.O. 11652: N/A

TAGS: EINV, ML

SUBJECT: OPIC ASSISTANCE TO GOM EFFORTS TO ATTRACT U.S.
----- INVESTMENT

1. AS A RESULT OF REQUEST BY MINISTER OF INDUSTRIAL
DEVELOPMENT LAMINE KEITA FOR ASSISTANCE IN ATTRACTING U.S.
PRIVATE INVESTMENT TO MALI, RONALD LEVIN, AID DIRECTOR
FOR MALI, VISITED OPIC JUNE 10 TO DISCUSS POSSIBILITIES OF
OPIC ASSISTANCE IN THIS MATTER. OPIC UNDERSTANDS FROM
LEVIN THAT MINISTER WISHES TO VISIT WASHINGTON AND PERHAPS
OTHER CITIES IN SEPTEMBER OR OCTOBER TO PROMOTE PRIVATE
INVESTMENT IN MALI.

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2. OPIC BELIEVES SUCH A VISIT BY A HIGH LEVEL GOM OFFICIAL
TO U.S. COULD BE HELPFUL IN GIVING MINISTER BETTER UNDER-
STANDING OF U.S. INVESTOR STRATEGIES AND PRODUCE CLEARER
UNDERSTANDING AMONG USG AGENCIES OF MALI PRIVATE INVEST-
MENT OBJECTIVES. OPIC IS PREPARED TO OFFER APPROPRIATE
ASSISTANCE TO MINISTER KEITA AND SUGGESTS FOLLOWING PLAN
OF ACTION FOR VISIT:

A. FIRST SEVERAL DAYS MINISTER SHOULD SPEND IN WASHINGTON, D.C. FOR DISCUSSIONS WITH OPIC, COMMERCE, AID,

OTHER U.S. AGENCIES AND IFC. OPIC WILL EXPLAIN U.S. INVESTMENT APPROACHES IN AFRICA AND ELSEWHERE AND DISCUSS FULLY WITH MINISTER EXTENT AND NATURE OF MALI'S INTEREST IN PRIVATE INVESTMENT.

B. OPIC, IN CONSULTATION WITH OTHER AGENCIES, WILL SUGGEST VISITS TO BANKS AND FIRMS OUTSIDE OF WASHINGTON AND MAKE APPOINTMENTS FOR PLANT TOURS OR MEETINGS AS APPROPRIATE. LEVIN HAS SUGGESTED VISIT TO BAMAKO'S SISTER CITY, ROCHESTER, NEW YORK.

C. OPIC WOULD NOT FINANCE ANY OF THE MINISTER'S TRAVEL. IS EMBASSY IN ANY POSITION TO ASSIST OR CAN IT BE DONE ENTIRELY BY GOM? HE SHOULD BE ACCOMPANIED BY AN INTERPRETER.

3. BASED ON MINIMAL OPIC EXPERIENCE IN MALI, LIMITED GOM EXPERIENCE WITH U.S. PRIVATE SECTOR, AND PRESUMABLY SMALL NUMBER OF INVESTMENT OPPORTUNITIES ATTRACTIVE TO U.S. INVESTMENT, OPIC BELIEVES VISIT SHOULD BE LOW-KEY IN APPROACH. MEETINGS WITH USG AGENCIES AND COMPANIES WILL SERVE TO INFORM PARTIES OF INTENTIONS AND OPPORTUNITIES
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AND PROVIDE BASIS FOR FURTHER CONTACTS AND FOLLOW UP BY OPIC, GOM AND COMPANIES.

4. VISIT WILL BE MOST PRODUCTIVE IF EMBASSY CAN ASSIST GOM TO IDENTIFY IN ADVANCE SPECIFIC PROJECTS FOR U.S. INVESTMENT. LEVIN MENTIONED MOST PROMISING AREAS AS CATTLE, SHEEP AND GOATS (MEAT AND HIDES); RICE AND POSSIBLY OTHER CROPS INCLUDING MILLET, SORGHUM AND CORN. LEVIN ALSO MENTIONED THE NEED FOR A HOTEL IN BAMAKO. BACKGROUND DATA ON MARKET AND BASIC FEASIBILITY, IF NOT PROFILES OF SPECIFIC INVESTMENT OPPORTUNITIES WOULD BE OF GREAT HELP.

5. OPIC REQUESTS EMBASSY COMMENTS ON PROPOSED VISIT AS WELL AS ON MALIAN FOREIGN PRIVATE INVESTMENT CLIMATE, SERIOUSNESS OF GOM DESIRE FOR U.S. INVESTMENT, AND THE POTENTIAL ROLE OF FOREIGN INVESTMENT IN MALI'S SOCIALIST ECONOMY. WOULD ALSO APPRECIATE COMMENTS ON GOM PLANS AND PROSPECTS FOR INFRASTRUCTURE DEVELOPMENT AND AVAILABILITY OF SAUDI OR OTHER THIRD PARTY FINANCING FOR PROJECTS.

6. ON BASIS OF EMBASSY RESPONSE, OPIC WILL ADVISE

WHETHER VISIT CAN INDEED BE USEFUL AND, IF SO, WILL
REQUEST EMBASSY TO MAKE INITIAL CONTACTS WITH GOM AND
MINISTER TO WORK OUT ARRANGEMENTS, INCLUDING GOM'S IN-
FORMING ITS WASHINGTON EMBASSY TO ENSURE FULL UNDERSTAND-
ING AND COOPERATION HERE. VANCE

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Message Attributes

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Concepts: TRADE PROMOTION, FOREIGN INVESTMENTS
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Drafter: RSSMITH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Handling Restrictions: n/a
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TAGS: EINV, ML, US, OPIC
To: BAMAKO
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